

Message Text

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PAGE 01 EC BRU 04074 251303Z
ACTION EUR-12

INFO OCT-01 IO-13 ISO-00 EURE-00 NSCE-00 AID-05 CEA-01
CIAE-00 COME-00 EB-08 FRB-03 INR-07 NSAE-00 SP-02
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INFO ALL EC CAPITALS
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PASS WHITE HOUSE FOR AMBASSADOR OWEN, NSC FOR HORMATS

PASS AGRICULTURE ELECTRONICALLY FOR SECRETARY BERGLAND,
HATHAWAY AND HUME

E.O. 11652: N/A
TAGS: EAGR, EEC
SUBJECT: STRAUSS-GUNDELACH MEETING APRIL 22, 1977

1. AMBASSADOR STRAUSS MET WITH EC COMMISSIONER FOR AGRICULTURE
GUNDELACH ON THE SUBJECT OF AGRICULTURE IN THE MTN'S.
GUNDELACH OPENED THE DISCUSSION BY STRESSING THE KEY ROLE
THAT AGRICULTURE MUST PLAY IN THE MTN'S. HE STRESSED THAT
THERE WOULD BE NO BREAKTHROUGH IN THE AGRICULTURAL PROBLEM
WITHOUT A CONSENSUS BETWEEN THE UNITED STATES AND THE EC.
IN HIS VIEW, THIS IS AN ESSENTIAL CONDITION TO SUCCESSFUL
CONCLUSION OF THE MTN'S. HE AND STRAUSS AGREED THAT THE
BERGLAND-GUNDELACH AND SUBSEQUENT MEETINGS HAVE BEEN
SUCCESSFUL IN TURNING A PAGE IN THE US-EC AGRICULTURAL
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PAGE 02 EC BRU 04074 251303Z

NEGOTIATIONS. GUNDELACH STATED HIS INTENTION TO RETURN
TO WASHINGTON TO MEET WITH SECRETARY OF AGRICULTURE BERGLAND
AND AMBASSADOR STRAUSS IN AN ATTEMPT TO CONTINUE TO LAY
THE GROUNDWORK FOR THIS KIND OF A CONSENSUS.

2. GUNDELACH ALSO EMPHASIZED THE NEED FOR A PROPERLY
WORDED STATEMENT ON TRADE AND THE GENERAL ECONOMIC SITUATION

IN THE COMMUNIQUE TO COME OUT OF THE MAY 7-8 ECONOMIC SUMMIT IN LONDON. HE NOTED THAT FREE TRADE IS NOT AN END IN ITSELF BUT A TOOL TO PROMOTE GENERAL ECONOMIC AND SOCIAL WELFARE. SUMMIT COMMUNIQUE SHOULD CONTAIN A BRIEF BUT POWERFUL ARGUMENT EMPHASIZING EMPLOYMENT AND SOCIAL EFFECTS. WE NEED TO COUNTERATTACK THE ARGUMENT THAT FREE TRADE IS GOOD WHEN ONE CAN AFFORD IT; I.E., IN A GOOD ECONOMIC SITUATION, BUT NOT NOW. THE COMMISSION WOULD JOIN THE USG IN A BATTLE TO PROMOTE THIS PRINCIPLE.

3. GUNDELACH RECOGNIZED THAT HE NEEDS MAXIMUM FLEXIBILITY IN THE EC'S NEGOTIATING MANDATE TO ACHIEVE THESE GOALS, AND HE ASSURED AMBASSADOR STRAUSS OF HIS INTENTION TO OBTAIN THIS. BUT PROGRESS IN JUST GRAINS, ACCORDING TO GUNDELACH, IS NOT ENOUGH. PROGRESS MUST BE ACHIEVED IN OTHER COMMODITY AREAS AS WELL.

4. TURNING TO THE THEME OF THE LINKING OF AGRICULTURE AND INDUSTRY IN THE NEGOTIATIONS, GUNDELACH SAID THAT THERE JUST IS NOT ANY QUESTION ABOUT THE NEED TO DEAL WITH BOTH AREAS IN THE MTN'S. "ARGUMENTS WE HAVE HAD IN THE PAST BAFFLED ME," HE SAID. " HOWEVER, ONE CAN'T DEAL WITH SHOES, STEEL, GRAINS AND DAIRY IN THE SAME WAY. THEY MUST GO TOGETHER BUT USING METHODS RELEVANT TO EACH." GUNDELACH SAID THAT TO HIM THIS IS A PRACTICAL PROBLEM.

5. AMBASSADOR STRAUSS DEPLORED THE ALMOST PARANOIC TREATMENT OF THE AGRICULTURE/INDUSTRY LINKAGE PROBLEM IN THE PAST. HE THINKS THAT AGRICULTURE WILL BE ONE OF THE EASIER LIMITED OFFICIAL USE

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PAGE 03 EC BRU 04074 251303Z

PROBLEMS WE WILL HAVE TO DEAL WITH IN THE MTN'S. HE EXRESSED HIS PLEASURE OVER GUNDELACH'S VIEWS, WITH WHICH HE SAID HE WAS IN SUBSTANTIAL AGREEMENT.

6. CONCERNING THE SUMMIT, AMBASSADOR STRAUSS SAID HE AGREED WITH GUNDELACH THAT THE COMMUNIQUE SHOULD BE A REASONABLE ONE BUT THAT IT WILL PROBABLY NEED SOMETHING ON GRAINS IN IL. HE STRESSED HIS INTENTION TO PUSH FOR SOMETHING MORE THAN JUST A SKELETON TO COME OUT OF THE SUMMIT. SUMMIT LANGUAGE SHOULD BE STRONG ENOUGH TO CAPTURE PEOPLE'S IMAGINATIONS.

7. RETURNING TO THE SUBJECT OF HIS FORTHCOMING MEETING WITH SECRETARY BERGLAND, GUNDELACH SAID HIS INTENTION WAS TO PLAN THIS FOR SOME TIME BEFORE MAY 15, BUT THIS WILL REQUIRE CLOSE COORDINATION WITH SECRETARY BERGLAND AND WITH AMBASSADOR STRAUSS, WITH WHOM HE ALSO WISHED TO MEET IN WASHINGTON.

8. IN CLOSING, AMBASSADOR STRAUSS SAID THAT THE SUMMIT IS THE PLACE TO START WORKING AGAINST THE FORMIDABLE PROTECTIONIST FORCES WHICH HAVE RECENTLY DEVELOPED. HE INTENDS TO CONTINUE THE MOMENTUM BEGUN IN THE SUMMIT BY SERIOUSLY BEGINNING THE NEGOTIATIONS THEMSELVES IMMEDIATELY THEREAFTER. THE QUESTION WILL BE HOW TO CAPTURE THE PEOPLE'S IMAGINATION IN THE COMMUNIQUE THAT WILL ISSUE FROM THE SUMMIT, AND HE STRESSED THE NEED FOR BOTH SIDES TO MAKE EVERY EFFORT TO ACHIEVE THIS.

9. STRAUSS WAS ACCOMPANIED BY HINTON, WOLFF, HALPIN, MONTEL, AND MCCARTHY. GUNDELACH BY LARSEN, RABOT, PIZZUTI, PHAN VAN PHI. HINTON

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